

Message Text

LIMITED OFFICIAL USE

PAGE 01 LOUREN 00843 031942Z

50

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 ISO-00 L-03 H-03 CIAE-00 INR-10

NSAE-00 RSC-01 DRC-01 /065 W
----- 016870

R 031410Z DEC 73

FM AMCONSUL LOURENCO MARQUES

TO SECSTATE WASHDC 2246

USDOC WASHDC

INFO AMEMBASSY BLANTYRE

AMEMBASSY GABORONES

AMCONSUL JOHANNESBURG

AMEMBASSY LISBON

AMCONSUL LUANDA

AMEMBASSY MASERU

AMEMBASSY MBABANE

AMEMBASSY PRETORIA

LIMITED OFFICIAL USE LOURENCO MARQUES 0843

E.O. 11652: N/A

TAGS: BEXP, MZ

SUBJECT: MOZAMBIQUE CESSNA AGENT WANTS TO DEAL DIRECTLY
WITH US

REF: LOURENCO MARQUES 838

1. JOSE CORTE-REAL, DIRECTOR OF SERVICIO AEREO DE MOCAMBIQUE (SAM, P.O. BOX 2657, LOURENCO MARQUES, WHO IS MOZAMBIQUE SALES REPRESENTATIVE FOR CESSNA AIRCRAFT CORP. OF WICHITA, KANSAS, HAS APPROACHED US TO INDICATE HIS DISSATISFACTION WITH HAVING TO DEAL EXCLUSIVELY THROUGH AIRCRAFT DISTRIBUTORS OF SOUTH AFRICA, LTD., (ADSA), P.O. BOX ADSA, RAND INTERNATIONAL AIRPORT, GERMESTON, SOUTH AFRICA, WHICH CESSNA HAS APPOINTED REGIONAL "ZONE" REPRESENTATIVE FOR ALL OF SOUTHERN AFRICA, INCLUDING ANGOLA AND MOZAMBIQUE. CORTE-REAL CITES VARIOUS DIFFICULTIES IN THIS ARRANGEMENT, MOSTLY CENTERING AROUND FACT THAT ASDA BASICALLY ORGANIZED TO DEAL WITH LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LOUREN 00843 031942Z

ENGLISH-SPEAKING RAND CURRENCY ZONE, AND THUS, CORTE-REAL

BELIEVES, GIVES PORTUGUESE-SPEAKING AREAS SECOND CLASS TREATMENT. AMONG SPECIFIC PROBLEMS ARE SHIPPING DELAYS (E.G. REFTEL), WHICH CORTE-REAL SUSPECTS MAY BE DUE TO ASDA'S DESIRE FAVOR SOUTH AFRICAN (I.E. SAFMARINE) SHIPS OVER U.S. SHIPS, AND ADDITIONAL COSTS OF SHIPPING AIRCRAFT AND PARTS FROM SOUTH AFRICAN ENTRY PORTS TO MOZAMBIQUE.

2. CORTE-REAL, WHO CLAIMS TO HAVE BEEN GIVEN SPECIAL COMMENDATION BY CESSNA FOR HIS SALES ACTIVITY, WOULD LIKE CESSNA TO ESTABLISH NEW ZONE COVERING JUST ANGOLA AND MOZAMBIQUE -- AND CLEARLY HOPES HE WOULD GET APPOINTMENT AS REGIONAL ZONE REPRESENTATIVE.

3. WHILE THIS IS OBVIOUSLY MATTER ESSENTIALLY BETWEEN CESSNA AND CORTE-REAL, WHOSE VIEWS NO DOUBT STRONGLY INFLUENCED BY HIS SELF-INTEREST, WE DO BELIEVE THAT AS GENERAL PRINCIPLE AMERICAN EXPORT TRADE HERE IS BETTER SERVED IF LOCAL DEALERS ARE NOT REQUIRED TO DEAL EXCLUSIVELY THROUGH SOUTH AFRICAN AGENTS. THERE ARE ALSO POLITICAL REASONS FOR FOR NOT WISHING TO ENCOURAGE ANY GREATER PORTUGUESE DEPENDENCE ON SOUTH AFRICA THAN IS DICTATED BY ECONOMIC CIRCUMSTANCES, ESPECIALLY PERHAPS WHERE POLITICALLY SENSITIVE COMMODITIES SUCH AS AIRCRAFT ARE CONCERNED.

4. WHILE CESSNA WILL DOUBTLESS MAKE ITS AFRICAN ARRANGEMENTS IN THE LIGHT OF ITS OWN NEEDS, WE WOULD TEND TO FAVOR A SITUATION IN WHICH ITS SALES REPRESENTATIVE IN MOZAMBIQUE DID NOT HAVE TO DEAL THROUGH SOUTH AFRICA. IF DEPARTMENT, OR OTHER INTERESTED POSTS, PERCEIVE NO OBJECTION, USDOC MIGHT WISH BROACH SUGGESTION TO CESSNA.
VAN OSS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973LOUREN00843
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: LOURENCO MARQUES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731249/aaaabkfn.tel
Line Count: 91
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: LOURENCO MARQUES 838
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 25 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25-Sep-2001 by rowellE0>; APPROVED <28-Nov-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MOZAMBIQUE CESSNA AGENT WANTS TO DEAL DIRECTLY WITH US
TAGS: BEXP, MZ
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005